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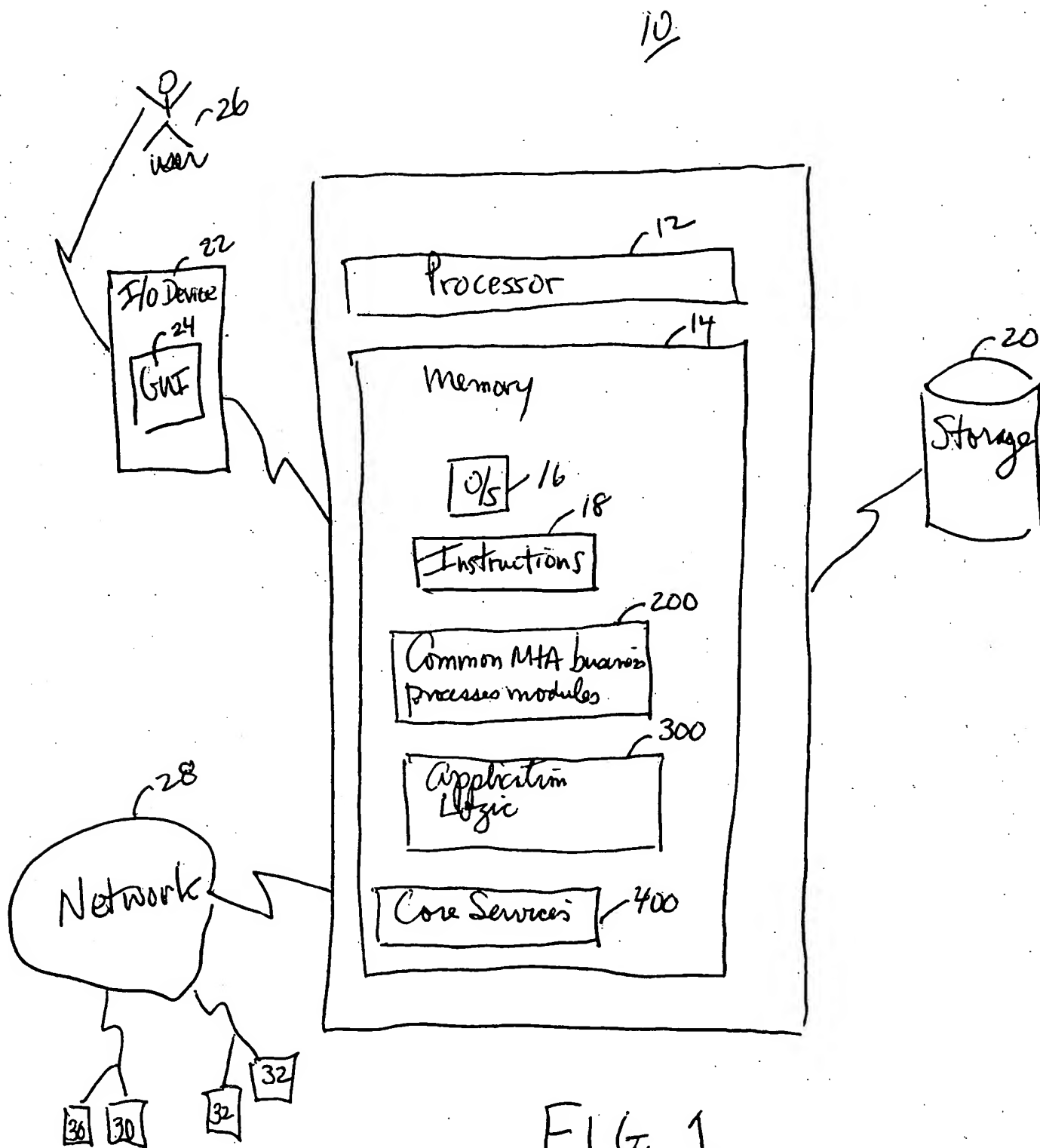
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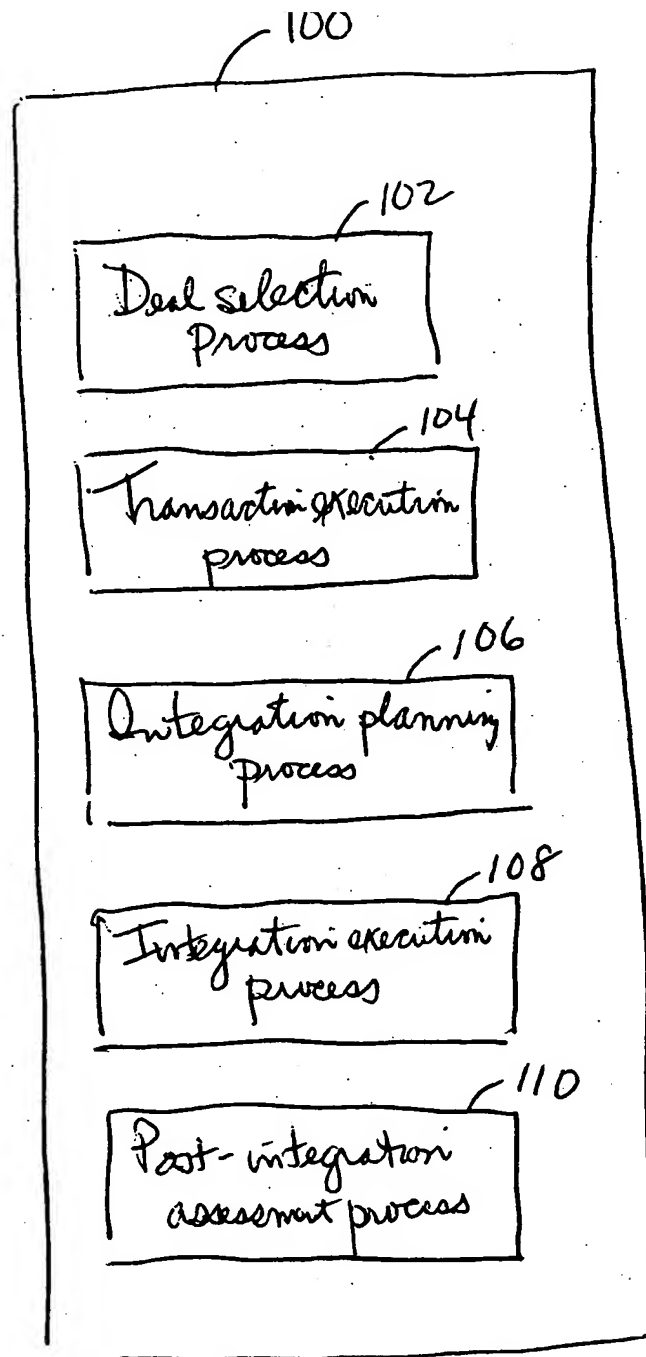


FIG. 2

500

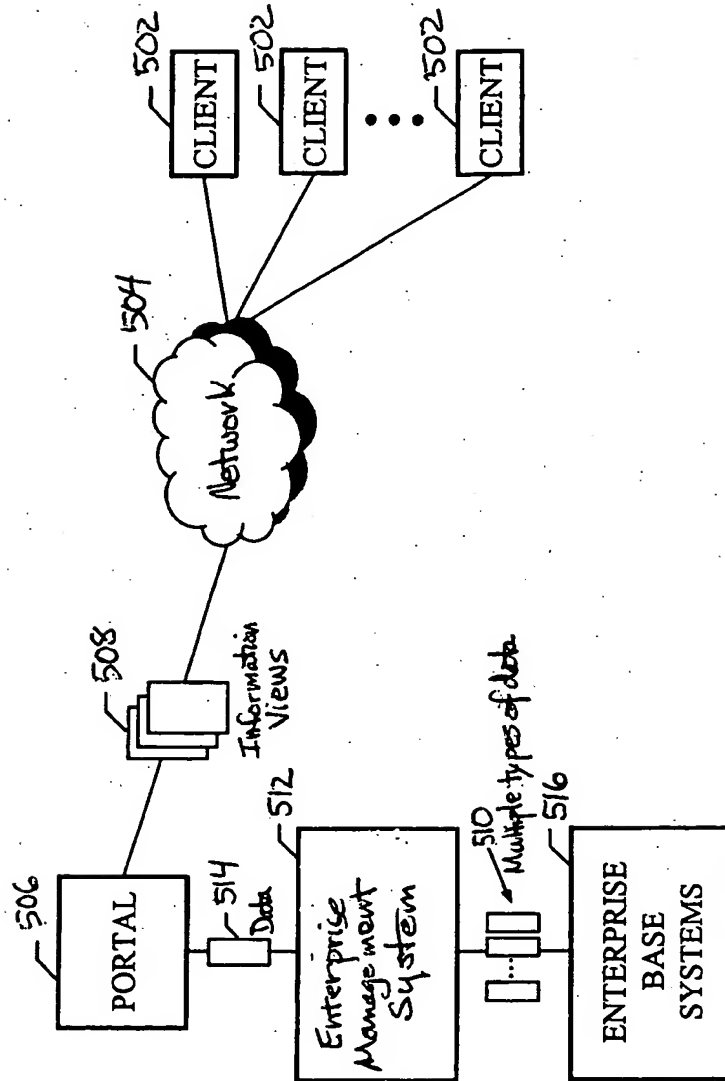
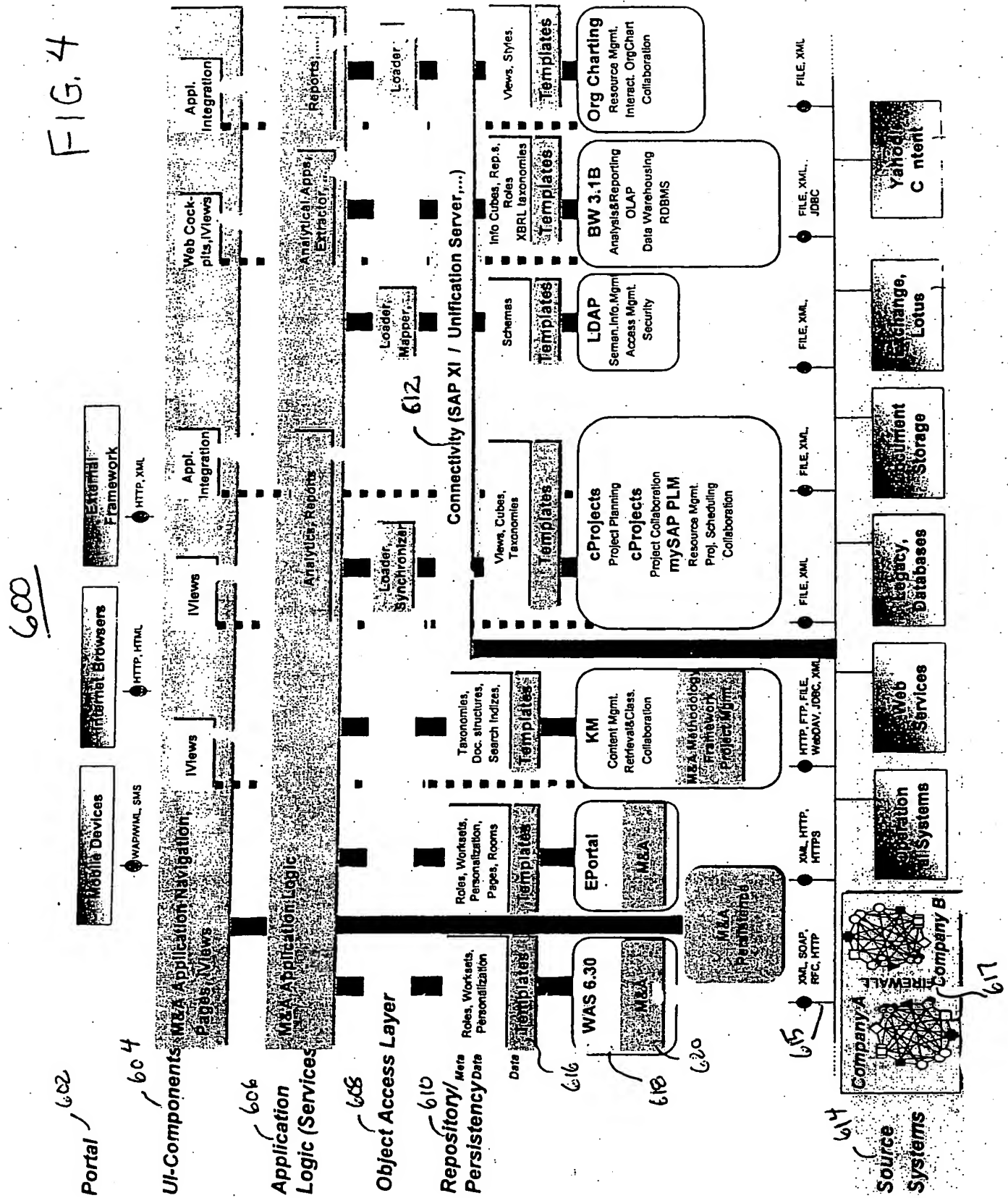


FIG. 3



F16.5

1215 1208 1200 1202

Marine Systems Inc.

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Sales Task Force

Pro Posing 55 65 MS New
Meds 124 35 MS Approved
Rider Oer 1200 145 MS In Progress
Winches 880 28 MS Pending

Issues / Feedback from Field 1250 1254 1256

1252 - Issues / Feedback
Pro Sales positioning is not working with BMEA manufacturing
Recall customer direct marketing email - High-end High-speed Sales

Sales Task Force Initiatives for Approval 1260 1264 1265 1266 1267

Approve [Project] -1262
1261 Initiatives -1263
☐ Total Care - Clearing Powder
☐ Consolidating Miami Pre-sales organization with Latin Americas

Customer Retention 1270 1274 1276 1278

Marine System Inc.
Special Corporation

Total -1272 1273 U.S.
1271 - 75% (New survey results) 88%
80% (New survey results) 83%

Customer Watch List 1280 1284 1286 1287

Remove [Add New] -1282
Customer -1283
☐ Boat Barn
☐ Newport Shipyards
☐ West Marine

Account Executives
1.8 MS Bruce Williams
2.0 MS George Quless
2.5 MS John Z. Dym

Transition Status
Not Started
Executive Assigned
Contacted

Rank
High
High
None

Actions
Set-up a meeting 1294
Start a discussion thread
Build an Org Chart
Manage Subscriptions
Manage Portal Help

Team 1298 -1299

Manage Team Members
☒ Jack Black (252) 555-1212
☒ Donna Shore (252) 555-1212
☒ Norman Ballard (252) 555-1212
☒ Val Mo (252) 555-1212

FIG. 5A

1302

1300

1208

1315

Marine Systems Inc. **Welcome, J.J. Martin Personnel**

Home Account Consolidation Customer Transition File Sharing Discussion Calendar Deliverables

Account Consolidation: 8, Client Room Only: 1317

Account Profile: Speedal Western Region Top 100 Accts

Speedal, Inc. 1320 1330 1334 1336

| Rank | Account | Value | Executive |
|------|---------------------------|--------|------------------|
| 1 | West Marine Inc. -1339 | 17.50M | Joe Dylan -1338 |
| 2 | Newport Ship Yards | 6.15M | Mark Qualtrone |
| 3 | Deve's Ways | 5.81M | Michelle Carlier |
| 4 | Gold Rock Ship Yard -1337 | 5.14M | Jordan McGee |
| 5 | Victory Island Yachts | 3.80M | (pending) |
| 6 | Sydney Sailing Group | 3.74M | David Brent |

Marine Systems

| Rank | Account | Executive |
|-------|------------------------|--------------------------------------|
| 2 | West Marine Inc. -1339 | Allen Maxwell JHHS Cooperative -1341 |
| 12 | Newport Ship Yards | Donald Baxter |
| 3 | Deve's Ways, Inc. (H) | Alisa Wendel |
| 1 | Gold Rock (H) -1344 | Jon Ferrel |
| 5 | Victory Islands Yachts | Karl Hope |
| (n/a) | (no match) (H) | (n/a) |

Accounts Addressed: 1 of 12
Assignment -1347

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1315 1208 1400 1202

Marine Systems Inc. Welcome: J.J. Martin Personalize

Home • Account Configuration • Customer Transition • File Sharing • Discussion • Calendar • Deliverables

Sales Task Force

Account Assignment
AE Management
Profile Management
Schedule Rollout
Cross Selling Planning
Roll Out Management
Monitor

1420
Template
1431
Status
1431
Schedule Rollout
1431
Cross Selling Planning
1431
Roll Out Management
Monitor

Default Template 1425
Action Item 1432
Notify AEs of account assignment 1440
AE Personalized Communication 1442
Customer Communication 1444
Cross Selling: Pro-Rigging Buyers 1446
Retention Plan 1448

1430
Account West Marine, Inc.
Exception Handling 1436

1434
Due
[define]

1433
Owner
System

1438
Template
[define]

1435
Action
Auto Email 1437
User Action
Auto Email
Auto Email
Auto Email

[define]
[define]
[define]
[define]
[define]

Search

Filter / Advanced

Actions

Synchronize with Outlook
Schedule a New Meeting
Calendar Help

FIG. 7

1500

Schedule Rollout

1420 Template: -1425

1431 Status: Action Item -1432

1440 AE of account assignment -1440

1441 AE Personalized Communication -1442

1442 Customer Communication -1444

1443 Cross-Selling Pro-Rolling Buyers -1446

1444 Retention Plan -1448

1450 Ready AEs of Account Assignment - 440

Save Cancel -1452

Notification Template: -1447

1445

Dear Account Executives,
 Due to the acquisition of Marine Systems, we have consolidated client accounts which have counterparts in both companies. The decision was made based on numerous factors.

1462 Send to: -1470

1464 Trigger Date: + days

1466 Response Due: + days

1468 Exceptions: via -1472

1475

1430 Account: West Marine, Inc.

1431 Template: -1438 Owner: -1433 Due: -1434 Exception Handling: -1436

| Action | -1435 | Template | -1438 | Owner | -1433 | Due | -1434 | Exception Handling | -1436 |
|-------------|-------|----------|----------|--------|----------|----------|----------|--------------------|-------|
| Auto Email | -1437 | [define] | [define] | System | [define] | [define] | [define] | [define] | |
| User Action | | [define] | [define] | | [define] | [define] | [define] | [define] | |
| Auto Email | | [define] | [define] | | [define] | [define] | [define] | [define] | |
| Auto Email | | [define] | [define] | | [define] | [define] | [define] | [define] | |
| Auto Email | | [define] | [define] | | [define] | [define] | [define] | [define] | |

FIG. 8

1600

1605 Action Planning Special Webform Region Top (19% Accs)

1620 Start Notification

1622 Add New Action Item Save Reference Model -1624

1631 Status Action Item -1632

| | | | | | |
|--|------------------|----------------|-------------|---------------|--------------------------|
| * Account consolidation & assignment -1640 | Type -1635 | Template -1638 | Owner -1633 | Due -1634 | Exception Handling -1636 |
| * AE Personalized Communication -1442 | Auto Email -1637 | [define] | -- | Mar. 03, 2003 | [define] |
| * Customer Communication -1444 | User Action | [define] | System | Feb. 18, 2003 | [define] |
| * Cross-Sell Opportunities -1646 | Communication | [define] | -- | Mar. 18, 2003 | [define] |
| * Retention Plan -1448 | Cross-Sell | [define] | -- | Mar. 12, 2003 | [define] |
| | User Action | [define] | -- | Mar. 20, 2003 | [define] |

(due dates est. based on deal roll-out)

1625 [icon] [icon] [icon] 1627 1629

1640 Account Consolidation & Assignment

1650 [Save] [Cancel] -1652

Notification Template: 1645

Standard Notification -1647

Dear Account Executives,
 Due to the acquisition of Marine Systems, we have consolidated client accounts which have counter-parts in both companies. The decision was made based on numerous factors.

1662 Send to: -1670

1664 Trigger Date: Day 1 + 0 Days

1667 Response Due: Day 1 + 3 Days

1668 Exceptions: Alert me via Email

1672 1675

Accounts Addressed/Consolidated 1 of 12
 → Go to Account Consolidation

1692 1684

1660

FIG. 9

| 1316 - Account Consolidation: Special Western Region Top 10% Needs | | 1317 - Accounts Addressed: 1 of 12 | |
|--|--------|---|------------------------|
| Special, Inc. -1330 | 1334 | Marine Systems -1340 | Executive -1346 |
| Rank | Value | Rank | Assignment |
| 1 | 17.50M | 2 | West Marine Inc. -1339 |
| 2 | 6.15M | 12 | Newport Ship Yards |
| 3 | 5.81M | 3 | David's Ways, Inc. (M) |
| 4 | 5.14M | 1 | Gold Rock (M) |
| 5 | 3.80M | 5 | Victory Islands Yachts |
| 6 | 3.74M | (n/a) | (no match) (M) |
| <p>1332 - Account</p> <p>1339 - West Marine, Inc. 1711 1712</p> <p>1340 - DUNS 843-2081-22 Customer Contact: James Ferguson 1713</p> <p>1341 - Decision Thread Account Details 1715</p> <p>1342 - Current Assignment: Cooperative</p> <p>1343 - Select an executive as Account Executive (Lead). You can also Assign Another Executive</p> | | <p>1344 - Accounts Addressed: 1 of 12</p> <p>1345 - Executive -1346</p> <p>1346 - Assignment -1347</p> <p>1347 - Cooperatives -1348</p> <p>1348 - Donald Baxter</p> <p>1349 - Alice Wendel</p> <p>1350 - Jon Ferrel</p> <p>1351 - Karl Hope</p> <p>1352 - (n/a)</p> <p>1353 - Joe Dylan</p> | |

| 1338 - Joe Dylan | | 1340 - Marine Systems, Inc. | |
|--|-------|--|-------|
| Tenure: 4 years | 1746 | Tenure: 6 years | 1781 |
| Account Impact on Income: 18% | 1747 | Account Impact on Income: 28% | 1782 |
| Total Assigned Accounts: | 1762 | Total Assigned Accounts: | 1783 |
| Account -1760 | Value | Account -1780 | Value |
| West Marine | 17.5M | Atlantic Ship Yards | 21.5M |
| Boston Wheeler | 0.42M | West Marine | 8.03M |
| Miami Performance | 0.40M | Sloven's Boat Repairs | 1.30M |
| Lebo Yachts Sales | 0.15M | | |
| <p>1772 - Comments: Add Comment -1774</p> <p>1773 - This one will be tricky. Joe has relationships with many of our top customers and I don't want to overwork him (Jonathan Frank 1770)</p> <p>1774 - Actually, Joe is actually very good friends with West Marine's CEO. Their families go sailing and they are serious business. We need to be interested. (Robert)</p> | | <p>1784 - Comments: Add Comment</p> <p>1785 - This is not Albert's main account. Plus, he has other more important accounts coming up. (Jonathan Frank 1781)</p> | |

FIG. 10

1850 1800 1208 1202

Marine Systems Inc. **Salma Task Force** Welcome, J.J. Martin Personalize

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Action Planning • Specialized Western Region Top 10% Accounts -1605

Account Consolidation

AE Management

Cross Selling Planning

Monitor

Search

Filters Advanced

Actions 1652 - (0)

Add New Action

Manage Templates -1855

Manage Profiles -1857

Team 1842 - (9)

Manage Team Members...

☒ J.J. Martin (252) 555-1212

☒ Emma Benson (252) 555-1212

☒ Hani Ashiri (252) 555-1212

☒ Jeff Naka (252) 555-1212

1625 1627 1629

1630 1635

(due dates estimated based on deal roll-out)

| Account | AE | AE Personalized Communication | Account Consolidation & Assignment | Customer Communication | Cross-Sell Opportunities | Referral Plan |
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